

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: September 1997

Month\Year: 70\1,032

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Sea-Land	27%	19%	17 Days <sup>3</sup>	\$3.25	\$5			\$34				840 pkgs.	\$3,432
Mitsui OSK	21%	35%	21 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
COSCO	20%	5%	22 Days	\$5.15	AI			AI				840 pkgs.	\$4,326
Maersk	19%	4%	20 Days <sup>3</sup>	\$3.25	\$5			\$34				840 pkgs.	\$3,432
APL	4%	2%	21 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
OOCL	3%	9%	21 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
Yang Ming	3%	1%	26 Days	\$3.05	\$100 <sup>1</sup>			\$34				840 pkgs.	\$3,274
Hyundai	1%	17%	17 Days	\$3.05	\$5			\$34				840 pkgs.	\$3,264
P&O Nedlloyd	1%	1%	26 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
Hanjin	0%	6%	26 Days	\$4.18	\$100 <sup>1</sup>			\$34				840 pkgs.	\$4,223

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: September 1997

Month\Year: 73\1,885

## Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	23%	35%	18 Days	\$3.18	AI			AI				840 pkgs.	\$2,671
Hyundai	19%	20%	12 Days	\$2.27	\$5			\$34				840 pkgs.	\$2,609
OOCL	18%	8%	12 Days	\$2.37	\$5			\$34				840 pkgs.	\$2,693
APL	14%	11%	12 Days	\$2.37	\$5			\$34				840 pkgs.	\$2,693
Mitsui OSK	14%	5%	12 Days	\$2.37	\$5			\$34				840 pkgs.	\$2,693
Yang Ming	8%	3%	18 Days	\$2.27	\$100 <sup>1</sup>			\$34				840 pkgs.	\$2,619
Evergreen	3%	13%	15 Days	\$2.27	\$5			\$34				840 pkgs.	\$2,609
Maersk	1%	1%	18 Days <sup>3</sup>	\$2.37	\$5			\$34				840 pkgs.	\$2,693

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: September 1997

Month\Year: 79\2,488

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Maersk	39%	27%	17 Days <sup>3</sup>	\$4.23	\$5			\$34				900 pkgs.	\$4,509
Sea-Land	20%	25%	20 Days <sup>3</sup>	\$4.23	\$5			\$34				900 pkgs.	\$4,509
APL	14%	21%	22 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,509
NYK Line	13%	6%	25 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,509
Evergreen	6%	5%	26 Days	\$3.05	\$5			\$34				840 pkgs.	\$3,264
OOCL	4%	9%	19 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,509
Hanjin	3%	0%	25 Days	\$3.05	\$5			\$26				840 pkgs.	\$3,120
P&O Nedlloyd	1%	1%	26 Days	\$4.23	\$5			\$34				900 pkgs.	\$4,509
Hyundai	0%	4%	20 Days	\$3.05	\$5			\$34				840 pkgs.	\$3,264

3 Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: September 1997

Month\Year: 34\2,232

## Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
NYK Line	39%	25%	14 Days	\$2.09	\$5		9%	\$34				840 pkgs.	\$2,616
Evergreen	21%	12%	13 Days	\$1.84	\$5		9%	\$34				840 pkgs.	\$2,387
Neptune	18%	19%	14 Days	\$2.09	\$5		9%	\$34				840 pkgs.	\$2,616
Hapag-Lloyd	7%	7%	13 Days	\$2.09	\$5		9%	\$34				840 pkgs.	\$2,616
OOCL	6%	5%	17 Days	\$2.09	\$5		9%	\$34				840 pkgs.	\$2,616
P&O Nedlloyd	6%	4%	14 Days	\$2.09	\$5		9%	\$34				840 pkgs.	\$2,616
Mitsui OSK	3%	4%	17 Days	\$2.09	\$5		9%	\$34				840 pkgs.	\$2,616
APL	0%	15%	17 Days	\$2.09	\$5		9%	\$34				840 pkgs.	\$2,616
Hyundai	0%	6%	20 Days	\$1.69	\$5		9%	\$34				840 pkgs.	\$2,249

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: September 1997

Month\Year: 5\1,041

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Hyundai	80%	35%	16 Days	\$2.93	\$5			\$34				840 pkgs.	\$3,163
P&O Nedlloyd	20%	5%	20 Days	\$3.13	\$5			\$34				840 pkgs.	\$3,331
APL	0%	19%	20 Days	\$3.13	\$5			\$34				840 pkgs.	\$3,331
Maersk	0%	17%	24 Days <sup>3</sup>	\$3.13	\$5			\$34				840 pkgs.	\$3,331
COSCO	0%	11%	22 Days	\$3.94	AI			AI		\$150 <sup>1</sup>			\$3,460
OOCL	0%	6%	24 Days	\$3.13	\$5			\$34				840 pkgs.	\$3,331

3 Transit time is based on departure from Tacoma, WA.

---

## ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

*Monthly Market Share For: September 1997*

Month\Year: 19\432

***Surcharges:***

<i><b>Carrier</b></i>	<i><b>Market Share</b></i>	<i><b>Market Share CY</b></i>	<i><b>Transit Time</b></i>	<i><b>Ocean Rate</b></i>	<i><b>BAF</b></i>	<i><b>CY</b></i>	<i><b>CAF</b></i>	<i><b>THC</b></i>	<i><b>CFS Rec</b></i>	<i><b>ARB</b></i>	<i><b>Cotton R.</b></i>	<i><b>Size</b></i>	<i><b>ContainerRate</b></i>
APL	53%	25%	18 Days	\$3.15	\$5			\$34				840 pkgs.	\$3,348
Sea-Land	16%	19%	20 Days <sup>3</sup>	\$3.15	\$5			\$34				840 pkgs.	\$3,348
Maersk	11%	23%	16 Days <sup>3</sup>	\$3.15	\$5			\$34				840 pkgs.	\$3,348
OOCL	0%	20%	18 Days	\$3.15	\$5			\$34				840 pkgs.	\$3,348

3 Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: September 1997

Month\Year: 7\309

## Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	26%	20%	16 Days	\$2.99	\$5		15%	\$34				840 pkgs.	\$3,590
APL	26%	6%	16 Days	\$2.99	\$5		15%	\$34				840 pkgs.	\$3,590
Maersk	17%	7%	14 Days <sup>3</sup>	\$2.99	\$5		15%	\$34				840 pkgs.	\$3,590
Sea-Land	17%	7%	17 Days <sup>3</sup>	\$2.99	\$5		15%	\$34				840 pkgs.	\$3,590
P&O Nedlloyd	9%	3%	21 Days	\$2.99	\$5		15%	\$34				840 pkgs.	\$3,590
Hyundai	4%	33%	20 Days	\$2.84	\$5		15%	\$34				840 pkgs.	\$3,445
Cho Yang	0%	7%	24 Days	\$3,950 <sup>1</sup>	AI		AI	AI				840 pkgs.	\$3,950

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.